

Message Text

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PAGE 01 RIYADH 00591 190652Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----086799 200424Z /11

R 190615Z JUL 78
FM USLO RIYADH
TO USDOC WASHDC
AMEMBASSY ATHENS
INFO SECSTATE WASHDC 598
AMEMBASSY JIDDA
AMCONSUL DHAHRAN

UNCLAS RIYADH 591

USDOC FOR CAGNE

ATHENS FOR RTDO

TAGS: BEXP, BENC, SA
SUBJECT: MAJOR PROJECT OPPORTUNITY: NEW RIYADH INTERNATIONAL AIRPORT

1. AT LUNCHEON MEETING WITH BECHTEL CORPORATION MANAGEMENT, PREQUALIFICATION AND CONTRACTOR/SUPPLIER SELECTION PROCEDURES FOR THE NEW RIYADH INTERNATIONAL AIRPORT PROJECT WERE EXPLAINED. PROCEDURES OUTLINED APPEAR TO BE AIMED AT GIVING SAUDI COMPANIES FAVORABLE OPPORTUNITY TO PARTICIPATE IN THE MAJOR PROJECT.

2. USING DATA BANK AND MODEL TECHNIQUES DEVELOPED FOR PROCUREMENT AT JUBAIL, BECHTEL WILL CONDUCT IN-DEPTH SEARCH TO INVENTORY CAPABILITIES OF FIRMS IN SAUDI ARABIA, AND RIYADH AREA IN PARTICULAR, THAT WISH TO PARTICIPATE.
B) QUALIFIED SUPPLIER AND CONTRACTOR WILL BE KEPT IN COMPUTER DATA BANK FOR CALL-UP AS REQUIRED.

3. ALTHOUGH THEIR BASIC ROLE IS ENGINEERING AND PROJECT MANAGEMENT, BECHTEL WILL DIRECTLY PROCURE LARGE AMOUNT OF BUILDING MATERIALS AND EQUIPMENT, TRANSPORTATION AND OTHER
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SERVICES FOR USE BY SUBCONTRACTORS WHO WILL DO ACTUAL CONSTRUCTION.

4. ALTHOUGH BECHTEL WILL DETERMINE WHETHER A GIVEN FIRM IS TECHNICALLY QUALIFIED, MINISTRY OF DEFENSE AND AVIATION (MODA) WILL SELECT BOTH THE SHORT LIST OF FIRMS INVITED TO BID ON A GIVEN TENDER AND THE EVENTUAL CONTRACT WINNER.

5. FIRMS WISHING TO PREQUALIFY MAY CONTACT PROCUREMENT MANAGER,
SAUDI ARABIA BECHTEL CORPORATION, PO BOX 4103, RIYADH,
TEL: 66785, 66786, 66787. TELEX: WATEKA 20028, FOR
FURTHER INFORMATION.

6. COMMENT: ABOVE PROCUREMENT PROCEDURES SEEM TO INDICATE
SAG POLICY OF USING RIYADH AIRPORT PROJECT AS MEANS OF HELP-
ING SAUDI FIRMS GAIN EXPERIENCE AND SKILLS IN THE SAME
MANNER AS JUBAIL AND YENBO. NOT ONLY WILL SAUDI FIRMS LIKELY
RECEIVE PREFERENCE BY MODA WHEN SHORT LISTS ARE DRAWN UP, BUT
HAVING THE PROJECT DIVIDED INTO RELATIVELY SMALL SEGMENTS
FOR SUBCONTRACTING AND LETTING BECHTEL HANDLE A LOT OF THE
SUPPLY AND LOGISTICAL MATTERS WILL PERMIT RELATIVELY
INEXPERIENCED SAUDI FIRMS TO CONCENTRATE ON ACTUAL CONSTRUCTION,
GAINING EXPERIENCE WHILE FACING A MINIMUM OF PROBLEMS.

7. COMMENT: U.S. FIRMS WISHING TO PARTICIPATE IN THE PROJECT
MAY WELL IMPORVE THEIR CHANCES BY ESTABLISHING DISTRIBUTOR
OR JOINT VENTURE ARRANGEMENTS WITH SAUDI FIRMS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978RIYADH00591
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780297-0625
Format: TEL
From: RIYADH
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780743/aaaabjpx.tel
Line Count: 82
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a0bfb370-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1955600
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT OPPORTUNITY: NEW RIYADH INTERNATIONAL ARIPORT
TAGS: BEXP, BENC, SA
To: COM ATHENS
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/a0bfb370-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014